

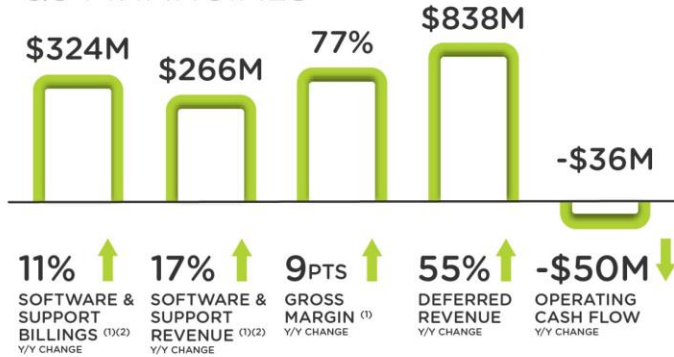
QUOTE



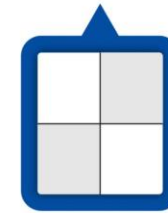
Successful businesses are built over time on a bedrock of exceptional products, outstanding customer support and talented and committed employees. With solid sales hiring in Q3 and increased adoption of our AHV hypervisor, indicating a strong product and enthusiastic customers, I truly believe Nutanix has that foundation in place.

- Dheeraj Pandey

Q3 FINANCIALS



GARTNER



LEADER

FORRESTER



LEADER

EMPLOYEES

4,930
WORLDWIDE



Q3 SUBSCRIPTION PERFORMANCE



CUSTOMER JOURNEY



G2K LIFETIME PURCHASE



LARGE CUSTOMERS



NET EXPANSION

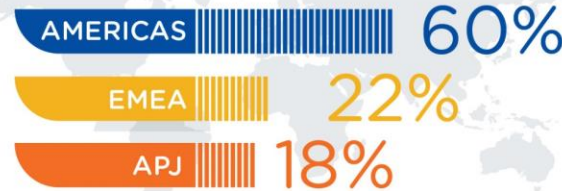
141%⁽⁵⁾
FY'18 DOLLAR-BASED NET EXPANSION RATE



Q3 WORKLOAD DISTRIBUTION



Q3 SOFTWARE & SUPPORT BOOKINGS BY REGION



CUSTOMERS



WORLD-CLASS NPS



⁽¹⁾ Reconciliations between GAAP and non-GAAP financial measures and key performance measures are provided in the tables of the Q3 FY'19 press release.

⁽²⁾ Nutanix's Q3'19 billings and revenue were negatively impacted by its ongoing transition to subscription.

⁽³⁾ Based on a trailing four-quarter average.

⁽⁴⁾ Reflects yearly update of the members of the Global 2000 list as reported by Forbes. Repeat purchases of G2K customers are based on software and support bookings.

⁽⁵⁾ See end note 1 for customer retention rate and end note 2 for dollar-based net expansion rate in the appendix of the Q3 FY'19 investor presentation.

⁽⁶⁾ Added 820 new customers in Q3'19. Cumulative customer count reflects standard adjustments to certain customer accounts within our system of record.